

## FOR SALE

# \$4,250

A FEW HUNDRED CASH  
On an Avenue Northwest  
Named After an  
Important State  
Terms Are \$30.60  
Including Interest  
and Principal

6 rooms, large and bright—  
2 perfectly appointed baths  
(one of them is the shower  
bath tiled 7 feet high).  
Colonial design.  
Handsome fronts of Hy-Tex  
brick.  
Three-story effect.  
American radiator—"Ideal  
boiler."  
Electric lights.  
Hardwood trim.  
Generous closets.  
Expensive electric fixtures.  
Convenient to cars.  
SLEEPING PORCH.  
Big yards—SODDED (picket  
fences).  
LARGE ATTIC.

**STONE & FAIRFAX**  
1342 New York Ave.  
Phone 2332

## For Sale or Exchange

### 14th St. Near Eye N.W.

One of the best constructed  
buildings on the street.  
Will sell at a low price or  
take unincumbered dwell-  
ings, \$30,000 or under, in  
part payment. Our price  
many thousands less than  
cost. One of the best oppor-  
tunities to acquire choice  
business property by put-  
ting in dwellings as part  
payment ever offered.

**STONE & FAIRFAX.**

## For Exchange

### Want Dwelling Under \$5,000

#### in Part Payment.

New house; Washington  
Heights; about every con-  
venience; rents \$50 to army  
officer; \$6,750.

Near 16th street and Park  
road; \$7,250; formerly held  
at \$9,000; 10 rooms, 2 baths,  
hot-water heat; large lot.  
West of 14th street on  
Heights; detached; 10  
rooms; \$5,150; \$7,500.  
Massachusetts avenue near  
16th street; 10 rooms, 2  
baths; hot-water heat; elec-  
tric lights.

Many others in all sec-  
tions. Send for list.

**STONE & FAIRFAX,**  
1342 New York Ave.

—One Left  
—2713 Ontario Road  
—4 Sold  
—Be Quick

If you want this bargain.  
One of the best houses  
ever offered for  
\$6,500.

**STONE & FAIRFAX.**

**1227-1229-1231 Jackson**  
**Street Northeast**  
**Price, \$4,200**

Two-story, attic and cellar.  
Detached homes located in best  
section of "Brookland" and  
within two minutes of cars.  
Six large, bright rooms.  
Large attic.  
Tile bath.  
Hot-water heat.  
Electric lights.  
Front and two-story back  
porches.  
Lots 12,250 feet deep.  
Open for inspection.

**JOHN R. HANSLIP**

Owner and Builder,  
2120 1st St. N.W., North 6257  
Or Your Own Broker.

### Just Completed

Eight of the Most Attractive  
Houses Ever Built in  
Petworth.

Choice Location  
Convenient to Car Line  
Ninth Street Between  
Allison and Buchanan.  
Charles E. Wire, Builder.  
**TERRELL & LITTLE, Inc.,**  
Selling Agents,  
1413 H St. Northwest.

## Inspect Tonight or

### Sunday

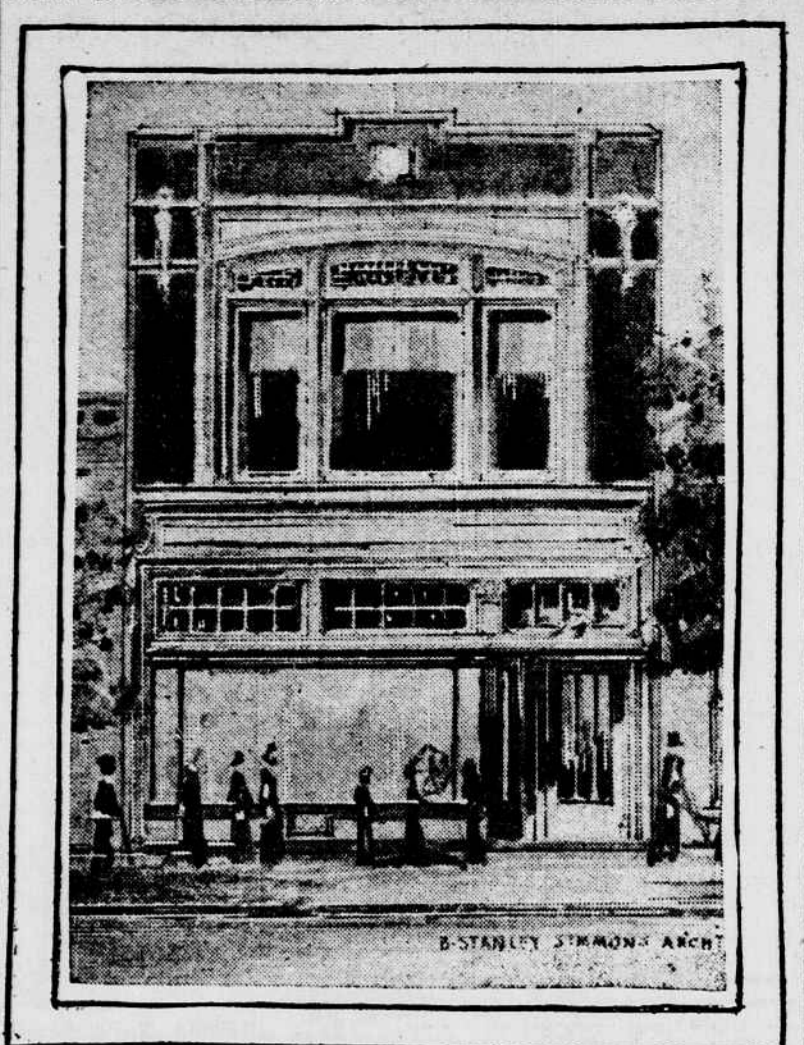
Attractive homes with terrace  
fronts—exceptionally low price—  
an inspection will convince you  
that these homes cannot be dupli-  
cated for the money.

Corner K Street and Park  
Place N.W.  
Overlooking Soldiers' Home  
Park. Six to eight rooms, tile  
bath, large sleeping porch, re-  
served concrete front porch, cel-  
lar under entire house, hot-  
water heat, etc.

# \$3,775

Small  
Cash  
Payment.  
Balance  
Monthly.  
Sample House Open Daily and  
Sunday Until 9 P.M.  
433 Kenyon Street N.W.  
Take any 5th street car to  
Kenyon street, walk east to sam-  
ple house.  
Sold Exclusively by Owner and  
Phone Col. 4913 for Auto Service.

## NEW STORE BUILDING ON NEW YORK AVE. N.W.



### NEW YORK AVENUE STORE.

Two-Story Business Building to Be  
Ready by August 1.

Contracts have been awarded and  
work has begun on a new business build-  
ing at 1308 New York avenue, the Real  
Estate Trust Company being the owners  
and builders.

The structure is to be two stories  
high, the lower floor to be used as a

store, while the upper floor, divided into  
large rooms, is designed for use  
as lofts.

The front of the building is to be of  
stone, copper and plate glass, the win-  
dows taking up practically the entire  
front. The building is to occupy the  
entire lot, which has a frontage on New  
York avenue of twenty-one feet and a  
depth of seventy-six feet.

The building is to be completed and  
ready for occupancy by August 1. Plans  
were prepared by B. Stanley Simmons, architect.

## FORESIGHT VS. LUCK

### IN REALTY DEALS

Fortunate Man Who Makes  
Money From Real Estate  
Looks Ahead.

INTUITION SHOWS HIM  
TREND OF DEVELOPMENT

Is Able to Visualize Possibilities  
That Are Latent in Vacant or  
Idle Properties.

Have you ever noticed that a man  
who begins to make money by pur-  
chases or investments in real estate is  
called a "lucky devil"?

Has it ever occurred to you that this  
so-called luck chap is looking at things  
from a different angle than we, and sees  
the opportunity to make money before  
it reaches him?

Most of us are like the traveler who  
sits on the rear platform of an ob-  
servation train and sees the scenery  
only after he has passed it. We do not  
see the opportunities for investment until  
they are fully developed and are past  
our ability to take advantage of them.

Some will not buy real estate until  
it has been thoroughly improved and  
nothing more remains to be done to it  
for its resale or occupation by the  
purchaser. Others look far into the  
future and buy the land before it  
is improved and make a larger per-  
centage profit on the money invest-  
ed when the property is improved  
and sold to the home buyer.

The one who has no visual imagination  
and cannot see the way the property  
will look after the improvements are  
installed and houses built, is at a dis-  
advantage. He is a vacant piece of ground  
frequently in a rather unrepresentative  
condition.

### Case of Lack of Foresight.

This ability to look ahead for a pe-  
riod of months or years is not some-  
thing to be possessed by only a few as  
most of us think, but can be developed  
by almost any one with average busi-  
ness ability by studying conditions that  
force themselves upon him every day.

Here is an illustration of what is  
meant by this lack of foresight:  
A certain man came into possession  
of some money which he had not earned  
by his own efforts and decided to  
make some sort of investment. Unfor-  
tunately he was found by a real estate  
dealer of questionable principles who  
pictured a very rosy situation and  
showed on paper how the city would  
soon grow all around this particular  
property and how he could then sell out  
at a big profit. The investor bought a  
number of these lots at a high price.

Years have gone by and the owner  
will sell all of them now for half what  
he paid originally. The lots will be of  
almost no value at any future time.  
The only way he could get out in many  
years more would be for the city to  
suddenly change its trend of popula-  
tion and grow rapidly toward this  
property as rapidly as some of our sub-  
urbs have grown in the last ten years.

The dealer was wrong in the first  
place, and should have been put out of  
business for such low-brow methods,  
but the investor was equally to blame,  
for he never saw the property at the time

he bought it, and never during the  
twenty-two years he has held it until  
a few weeks ago. He knew nothing of  
the conditions in that particular sec-  
tion of the city. He could have been  
posted by a trip of observation and by  
careful inquiry concerning property  
values and to ascertain whether or not  
the trend of population was or would  
be toward that particular location.

### Factors to Consider.

This unfortunate experience has made  
him skeptical of all real estate and all  
real estate dealers. Because one apple  
is rotten in the pile he assumes that  
they are all rotten. Because one sec-  
tion of the city or one location is not  
developing as he thought it would, he  
assumes that all sections are question-  
able, and shuts his eyes to the golden  
opportunities that are opening them-  
selves to the wide-awake man who  
keeps posted about conditions and buys  
intelligently.

Some men buy lots for homes and  
never consider the investment feature  
of the transaction. A few years later  
something has occurred that causes the  
general neighborhood to be less desir-  
able for homes, and they have to sell  
at a sacrifice.

Consider all the factors that do or  
may in the future affect the develop-  
ment of your purchase. If you do this  
you will soon become suffi-  
ciently conversant with these factors  
to buy intelligently and sell profitably.  
First of all consider transportation.  
People always follow car lines and go  
along the lines of least resistance. Then  
look to the restrictions and the possible  
encroachment of business, for residence  
property does not increase in value as  
much when unrestricted buildings and  
business establishments are located  
among or near them.

Study the field. Be sure you are deal-  
ing with a reputable and recognized  
real estate dealer and you will not  
make unprofitable deals.

### DR. CARROLL BUYS HOME.

Handsome Property on Ashmead  
Place Purchased for Residence.

Among the sales of residence prop-  
erties reported this week by the office  
of Moore & Hill is the house at 2335  
Ashmead place, bought by Dr. Mitchell  
Carroll, general secretary of the Geo-  
graphical Institute of America. The  
house, which faces the Connecticut ave-  
nue bridge over Rock creek, was for-  
merly the property of Ernest G. Walk-  
er. It contains ten rooms and three  
baths, and is one of the handsomest  
residences in the northwest section.

The consideration is given as \$12,500.  
Other properties in Washington and  
vicinity sold during the week were:  
Property at 1458-1458 Fuller street,  
sold for Allan Albert, the purchaser's  
name being withheld; consideration,  
\$5,000.

House at 53 W street northwest, sold  
for Miss Jenkins to Harry Conover;  
consideration, \$4,500.

Store and flat, 65 H street northwest,  
to John O. Keys; consideration, \$4,800.  
Residence in Ashmead, N. C., sold for  
Mrs. Carroll; consideration, \$5,000.

Residence in Laurel, Md., sold for Mrs.  
Emma Clarke to Misses Priscilla and  
Ada Klum; consideration, \$4,000.

### Gen. Zelaya Comes Here From Spain.

NEW YORK, June 10.—Gen. Jose San-  
tos Zelaya, former President of Nicara-  
gua, arrived here today on the Spanish  
steamship Alfonso XIII from Vigo, Spain.  
He said he had come to the United States  
to visit relatives. When Gen. Zelaya left  
Spain in December, 1913, he was an exile  
from his own country.

### Spanish Arbitrator's Pay Fixed.

In an order announcing the appoint-  
ment of Senor Don Victor Maria Concas  
Palau, vice admiral of the Spanish  
navy, as umpire between the United  
States and Panama in the settlement  
of certain claims in dispute between  
those countries, the Secretary of War  
fixes his compensation at \$10,000 per  
annum, and provides also for the pay-  
ment of all his transportation expenses  
from Spain to the Isthmus of Panama,  
and return to Spain, and all transpor-  
tation expenses in the performance of  
his duties on the Isthmus.

## BIG VALUE IN A LITTLE HOUSE

If you can't afford a large home, try a small one. A half a loaf tastes  
almost as good as a whole one to a hungry man. Are you home-hungry?  
There is about the same difference between the enjoyableness of a  
small home and a large one as there is between the value of a small wife  
and a large one. It's the quality that counts.

A small home of your own on your own lot has this advantage over  
the small apartment that you can yawn without being arrested for  
trespass.

A big house furnished on a cub salary looks like a raw Indian  
dressed in a leather apron and a silk hat. Thirty cents will cover more  
nakedness in a cottage than \$30 will in a mansion.

Any steady earner can afford a home if his wife has sense equal to  
his dollars. Look up the little house matter this week.

## \$5,000 HOUSES ON \$3,000 STREETS

One factor often overlooked in fixing the value of a house is the mis-  
takes in judgment that often occur in planning and locating it.

You have often heard the remark, "There stands a \$5,000 house on a  
\$3,000 street."

Meaning that while the house pointed out cost \$5,000 to build, the  
other houses on the street average only \$3,000.

Such mistakes in judgment in building would be less frequent if two  
ideas were kept in mind by more people when building.

Real estate men have found that, as a general rule, a ratio of about  
three to one should exist between the value of a single family dwelling  
and the value of the land it occupies.

Also, houses should be made to harmonize with other buildings in  
the block. Keep these two facts in mind when buying.

Then—fine houses are sometimes built near undesirable surroundings,  
such as noisy factories, livery stables and the like—which are sure to  
lessen the value of the house.

Under mistakes in planning comes the "freak" house, built to suit  
some man's personal whim. Such a house may be very costly and yet  
not at all salable.

The cost of unusual or unduly ornate fixtures and decorations is gen-  
erally disregarded in fixing the value of a building.

These things must all be considered in fixing the values of a house—  
in connection with the cost to replace, depreciation and obsolescence, if any.

## HAS PLAN TO EXTEND

### BLOCKADE OF GERMANY

French Vice Admiral Degouty Out-  
lines Scheme Whereby Kiel Canal  
Could Be Made Useless.

Correspondence of the Associated Press.

PARIS, May 20.—The allies could ex-  
tend their blockade to the German  
coast in the Baltic and neutralize the  
strategic advantages of the Kiel canal,  
according to Vice Admiral Degouty of  
the French navy.

The first of the necessary operations  
to accomplish this, he points out, would  
be an attack upon the canal by an  
aerial force of 120 to 150 units divided  
into flotillas of twenty to thirty ma-  
chines each. One of the flotillas would  
attack the bridge of Grunthal, one the  
viaduct of Rendsburg, and another  
the bridge of Levensau, while three  
other flotillas held in reserve would  
repeat the attack after an interval of  
twenty-four to forty hours. The first  
flotillas would resume their attack  
after the time required for catching up  
fresh supplies and the reserve flotillas  
would follow again as before.

This continuity of attack from the  
air upon works known to be vulner-  
able by reason of the instability of the  
soil in certain places and the insuffi-  
cient reinforcement of certain bridge  
heads after the enlargement of the  
canal would, Admiral Degouty declares,  
assure obstruction of sufficient dura-  
tion; whatever defensive measures the  
Germans might take to counter the at-  
tacked attacks would not prevent fruit-  
ful results.

When the base from which such air  
assaults might be made is only hinted  
at by Admiral Degouty, an operation  
speedily executed would, according to  
his theory, make possible a landing at  
an isolated point on the German coast  
and his sufficient fortifications, as  
fully to protect the establishment of  
an immense aviation camp within sixty  
to eighty miles of the canal terminus.

### Would Involve Many Losses.

The forcing of the straits and mine  
fields would involve considerable losses  
from submarines and mines before the  
entente fleets would get into effective  
contact either with the German battle  
fleet or the defenses of the Elbe, the ad-  
miral declares, but he did not think this  
should be considered as prohibitive of  
the effort. Admiral Degouty discards  
the hypothesis that it would be possible  
to surprise the German fleet under pre-  
sent conditions; its mobility would be  
such that it could meet an attack at  
either end of the canal, since it requires  
only twenty-four hours to pass through  
the Elbe and the canal to the Grand  
belt.

The entente allies could put into ac-  
tion 110 vessels of the line, of which  
seventy-six are dreadnaughts and twen-  
ty-eight are protected cruisers, against  
forty-four German dreadnaughts and  
three or four battle cruisers, according  
to the admiral's estimate. The Russian  
fleet is not included in these figures, but  
Admiral Degouty points out that even if  
the Russians could not join the British  
and French fleets, they would detach a  
certain number of the big German units  
so as to enable the allies to present at  
both ends of the canal simultaneously  
forces outnumbering the entire Ger-  
man fleet.

This estimate takes no account of  
probable losses in approaching the  
positions, and hence the admiral holds  
that effective operations of the air fleet  
on the canal is an essential condition  
of a successful attack. The forcing of  
the Grand belt and the Langeland belt  
in sufficient strength to blockade the  
ford of Kiel and the forcing from west to  
east of the Fehmarn belt, Admiral  
Degouty declares, is, notwithstanding  
the mine field and submarines, far easier  
than the forcing of the Dardanelles,  
and entirely feasible with the co-opera-  
tion of an aerial fleet.

### Grove Association Elects.

Officers of the Washington Grove  
Association have been elected as fol-  
lows: Judge L. Cabell Williamson, pres-  
ident; John T. Meany, vice president;  
Carl A. Loeffler, secretary; Samuel Mil-  
ler, treasurer; Mrs. Amelia H. Huntley  
and F. R. Rynek, trustees.

### Potash Is Being Made by a West

Virginia company from the waste stems  
of tobacco plants.

Potash is being made by a West  
Virginia company from the waste stems  
of tobacco plants.

## INSPECT TONIGHT

### Colonial Homes Completed

#### Of Extra Width—Unusually Large

#### Rooms in Beautiful Petworth.

Six and eight rooms, large tile  
bath, sleeping porch, hardwood trim  
throughout, oak floors, hot-water  
heat, servant's toilet, laundry tubs,  
concrete cellar under entire house,  
open fireplace, double rear and front  
porches and many other attractive  
features.

Sample House, 4105 5th Street, Open  
Daily and Sunday Until 9 P.M.

Corner—6 and 8 Rooms—  
Garage

Prices, \$4,150 to \$5,250

Small Cash Payment

Balance Monthly.

Nos. 4101 to 4109 5th St. N.W.

**M. L. GOTTWALS**

Builder for Over 20 Years.

Take Soldiers' Home car to 5th

and Upshur streets, walk half square

south to sample house.

**WALTER A. BROWN**

624 14th St. N.W.

Phone Main 1655 or North 707-J for

Auto Service.

### Edward S. Allen, Palmist, Convicted

Edward S. Allen, palmist at 524 10th  
street northwest, who was arrested  
several days ago and charged with  
having acted objectionably toward  
several women who visited him for  
palm readings, was tried in Police  
Court yesterday. Judge Mulowny  
held him guilty on three charges and  
sentenced him to serve one year at  
Occoquan. He had been aggregating  
\$1,000, or eighteen months additional.  
M. J. Colbert, counsel for Allen, noted  
an appeal to the Court of Appeals and  
furnished \$1,000 bond for his client's  
appearance.

### H. W. Samson Reappointed Notary.

The President has reappointed Henry  
W. Samson a notary public for the Dis-  
trict of Columbia. The commission is  
for five years from June 17, this being  
his second reappointment.

## Save Your RENT

### Money by Purchasing a Home

INSPECT SUNDAY

921 to 931  
Shepherd St. N.W.  
3-ROOM-DEEP HOUSES

Six Large All-Outside Rooms

Front porch full width of  
house. Lot 156 feet to 15-  
foot alley.

Price,  
**\$4,250**

Small cash payment. Bal-  
ance monthly.

Sample House open and  
lighted until 9 p.m. daily  
and Sunday.

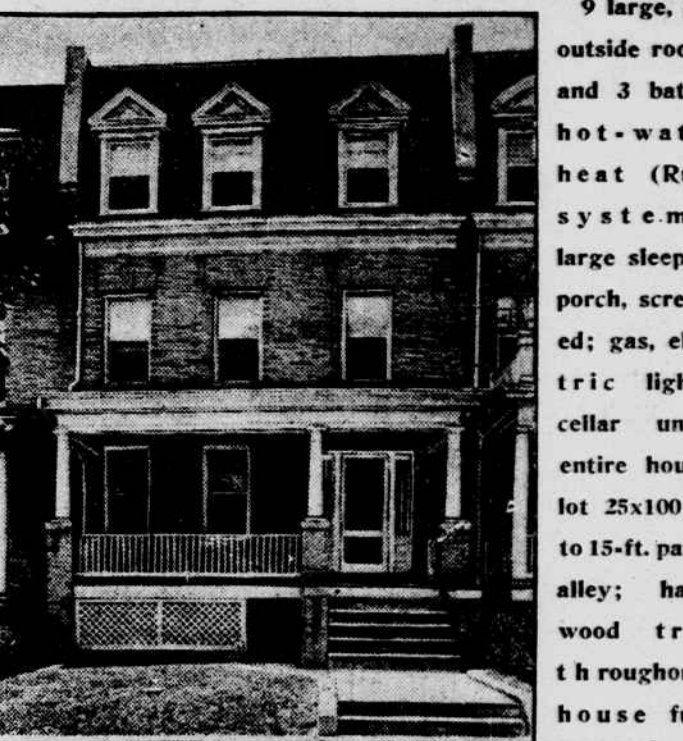
Take any 9th street car,  
get off at Shepherd street,  
walk west to Sample House.

Ask Any Licensed Broker

**JOHNSON & MOXLEY,**  
Owners and Builders.  
Phone Lincoln 4023.

## This Beautiful Home at a Bargain

Unusually large rooms. House 25 feet wide. Many extras  
added to this home that would never be included in a speculative  
house. Would call your attention particularly to the construction  
and exterior finish.



Note the Unusual Width, 25 Feet Frontage.

**1316 Belmont St. N.W.**

Apply to Owner on Premises

9 large, all-  
outside rooms  
and 3 baths;  
hot-water  
heat (Rudd  
system);  
large sleeping  
porch, screen-  
ed; gas, elec-  
tric lights;  
cellar under  
entire house;  
lot 25x100 ft.  
to 15-ft. paved  
alley; hard-  
wood trim  
thoroughout;  
house fully  
screened.

## Arlington Park

HIGH, HEALTHFUL, OVERLOOKING CITY

New Subdivision—Largest Lots—Lowest Prices

Two Car Lines—20 Minutes From Center of City

And Every Lot Within Three Squares of an Electric Station

SIDEWALKS—GAS—ELECTRICITY

Prices, \$150 to \$390 Each

Small Monthly Payments If Desired

An Ideal Home Site and Profitable Investment as  
evidenced by the sale of nearly one-half of the entire sub-  
division in 20 days.

COME OUT SUNDAY—Take car at 12th and Pa. Ave.,  
get off at Vinson; or Clarendon car, get off at Chestnut St.  
Our salesmen will be looking for you.

**Edgar Leedy**

Phone Main 1929-J

## THE IDEAL HOME

## New English Cottage Design

Chevy Chase, D. C.

Which completes our Connecticut avenue and Jocelyn street operation—  
one of the finest residential streets in Chevy Chase. They're different from  
anything ever located in Washington. Finished in white enamel and  
mahogany. A cheerful, homelike home that will appeal to every woman.

DON'T FAIL TO SEE THEM.



Open  
for  
Inspection

\$500 Cash  
Balance  
Small  
Monthly  
Payments  
Like  
Rent

Connecticut Ave.—Jocelyn St.

All Large Outside Rooms

Take Chevy Chase cars, get off at Connecticut avenue and Jocelyn  
street. Exhibit house open.

25 MINUTES FROM TREASURY.

**HARRY WARDMAN,**  
1430 K Street N.W.  
Phone Main 4191 for Auto

## FOR SALE or EXCHANGE



MIAMI

On Biscayne Bay

A new concrete house with garage.  
Tile roof. Eight